

# Welcome!

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## **Small Biz Resource CONNECTIONS**



### **Resource Partner:**

Office of International  
Investment and Trade  
Maryland Department of Commerce

**Topic: Import & Export Resources**



April 1, 2021

# Governor's Office of Small, Minority & Women Business Affairs

- Policy oversight, administration, and reporting of Maryland's three socioeconomic procurement programs across 70 state agencies/departments
- Conduct outreach and training programs to help small, minority, women, and veteran entrepreneurs compete with confidence in the state's contracting arena
- Connect entrepreneurs to local, state, and national small business resources

<https://gomdsmallbiz.maryland.gov>

# Maryland Socioeconomic Procurement Programs

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)

## Small Business Reserve (SBR) Program

- Prime contracting program
- Based on size. State-defined small business eligibility standards apply
- Online certification process (eMMA)

## Minority Business Enterprise (MBE) Program

- Subcontracting program
- Race and gender specific
- Application-based certification process at OMBE under MDOT

## Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- Based on verified Veteran status & size
- Online certification (eMMA) with a 3 Step Process

*MBEs and VSBEs are encouraged to perform as a prime contractor.*

# Today's Coordinating Team



**Tanita Johnson**  
SBR Compliance Manager

**Eduardo D. Hayden**  
Small Business Outreach Manager

# Resource Partner



Office of International Investment  
and Trade



**Andrew Kreinik**  
Regional Manager

**TOPIC:**

**Import & Export Resources**



**Maryland**  
DEPARTMENT OF COMMERCE

# MD Commerce Export Services

- ExportMD Grant
- Trade Show Support
- FlexEx Program
- USEAC/ExIm Service Reimbursement
- Maryland Global Consulting Program
- Soft Landing Program

# ExportMD

- Up to \$5,000 in 2/3 reimbursement for expenses (\$7,500 spent for full reimbursement)
- Eligible expenses:
  - Fees for shipping sample products
  - Cost of compliance testing an existing product for export market
  - Export research tool subscription for market research
  - Website development (design, with international focus; translation into foreign language; search engine optimization; localization services; international payment set-up)
  - Design of marketing media
  - Ecommerce platform hosting/maintenance fees
  - Online market listing fees
  - Registration costs for virtual trade shows and missions
  - Travel expenses
- Deadlines: First of every month

# Other Services

- FlexEx Program
  - 20 hours of free consulting assistance for MD companies through 18 foreign offices
- USEAC/ExIm Reimbursement
  - 2/3 reimbursement towards any two US Dept of Commerce export services + up to \$5,000 towards ExIm premiums
- Maryland Global Consulting Program
  - Consulting support by business student teams at the University of Maryland Smith School of Business
- Soft Landing Program
  - Support for both exporters and foreign investors to participate in a short-term exchange to explore new markets in Maryland and abroad

# Contact

Andrew Kreinik

Regional Manager

Office of International Investment & Trade

Maryland Department of Commerce

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<https://open.maryland.gov/business-resources/global-expansion/>



**Maryland**  
DEPARTMENT OF COMMERCE

888-246-6736 | [COMMERCE.MARYLAND.GOV](https://commerce.maryland.gov)

# Upcoming Webinars

## Technical Training Classroom Webinars

Tuesday, April 26, 2022

10:00 am

Navigating eMaryland Marketplace Advantage (eMMA)

Thursday, April 28, 2022

10:00 am

Prime Contracting in Maryland's Small Business Reserve (SBR) Program

To register to receive our notices of all upcoming classes, workshops and monthly bulletin go to [www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov).

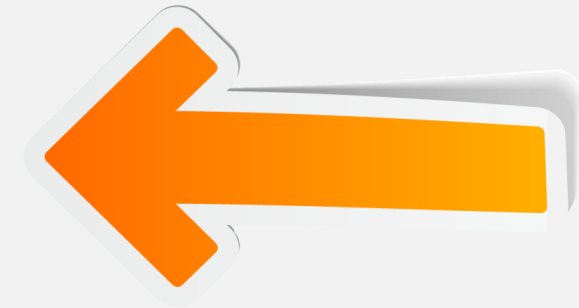


**-STAY CONNECTED-**

Sign up to receive news and notifications affecting the small business community.

★Email Address

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# Resources & Partners

Governor's Office of Small, Minority & Women Business Affairs

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

Maryland's Office of Minority Business Enterprise (OMBE)

<https://www.mdot.maryland.gov/tso/pages/Index.aspx?PageId=90>

Maryland Small Business Development Center (SBDC)

<https://www.marylandsbdc.org/>

Maryland Procurement Technical Assistance Center (PTAC)

<https://www.mdptac.org/>

Greater Baltimore SCORE

<https://greaterbaltimore.score.org/>

Maryland Women's Business Center (MWBC)

<https://marylandwbc.org/>

Baltimore-Metro Women's Business Center (Balt-Metro WBC)

<https://www.baltmetrowbc.org/>

# Thank You!

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)



Small Biz Resource  
**C O N N E C T I O N S**



Maryland **OPEN** for Business!

April 1, 2022

